

U.S. Army Corps of Engineers Baltimore District

Aberdeen Proving Ground Industry Day

LTC Mike Ruppert, PMP

Deputy District Commander

19 November 2014

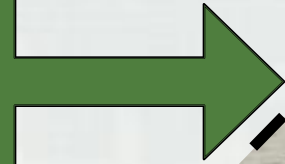


US Army Corps of Engineers
BUILDING STRONG®



USACE Workforce

Leverage Personnel
Resources through
partnering/contracting
with Private Sector



~300,000

Construction
Contractors on
a given day

Unlimited Capability

Perform 100% of Civil Works
&

Military Construction

A-E Firms (5,000 employees)
Perform over 65% of Planning
& Design

~290
Uniformed
Military



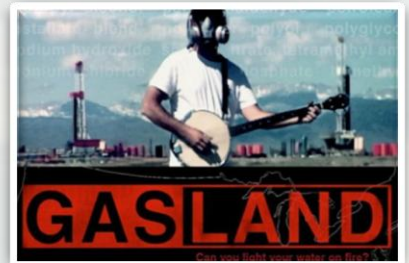
~23,000 Gov't
Employees

Baltimore District:

What are we known for?



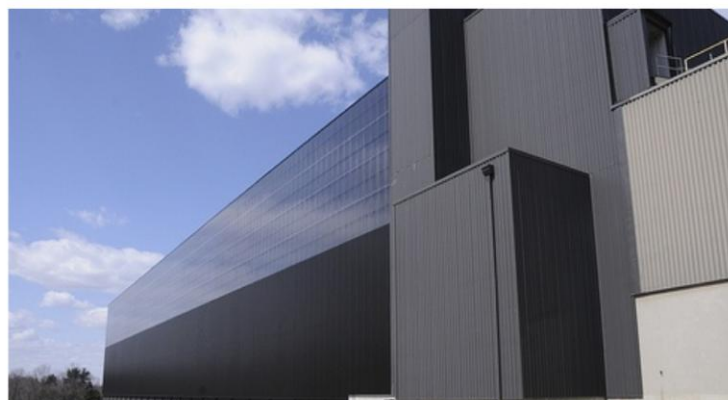
- One of the largest and most visible military missions in the country (National Capital Region)
- Support to the Intelligence Community (NSA, DIA and others)
- Support to the Port of Baltimore and regional economy
- The Washington Aqueduct – drinking water for Washington DC
- Protection and restoration of the Chesapeake Bay
- Regional HTRW Design Center/National Military Munitions Design Center
- Regulatory oversight for natural gas industry pipelines in PA's Marcellus Shale Formation



Mission Areas



Flood Wall in Wyoming Valley Levee System



Defense Logistics Agency Solar Wall



U.S. Central Command, Afghanistan



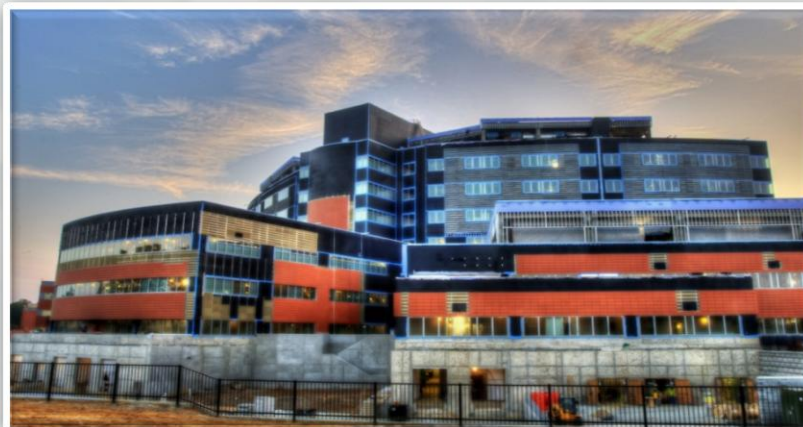
Fort Detrick Navy Bio-Lab



U.S. Department of Defense Mission Support



Defense Distribution Susquehanna



Ft. Belvoir Northern Regional Medical Command



Walter Reed Military Advance Training Center



Utah Data Center



U.S. Army Mission Support



Ft. Detrick Emergency Services Center



U.S. Army Automotive Technology Evaluation Facility



U.S. Army Medical Research Institute of Infectious Diseases



WHERE WE ARE — U.S. ARMY CORPS OF ENGINEERS



Baltimore District Missions



Real Estate



Military Support



Environmental Services



Civil Works



Emergency Management

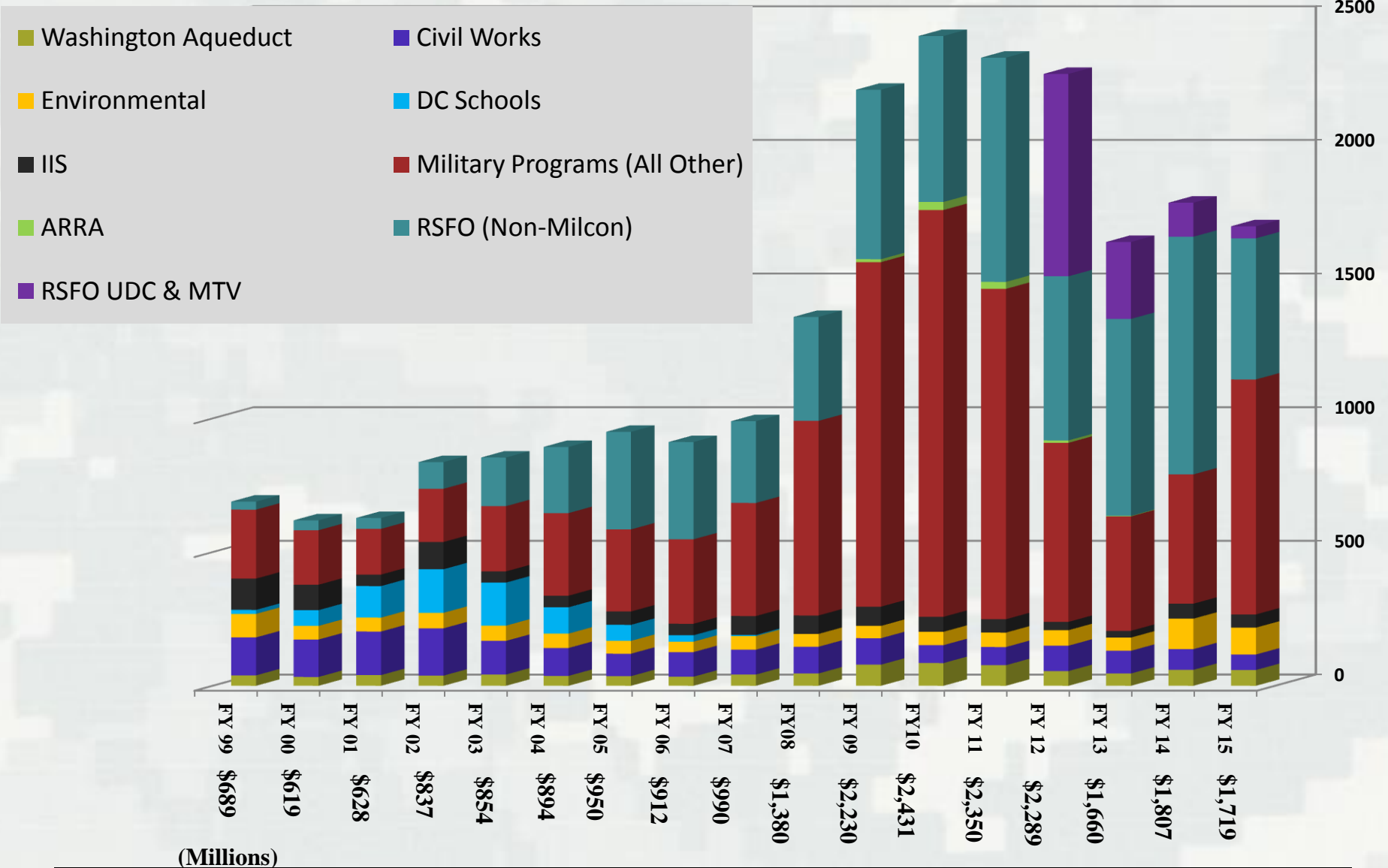


Interagency Services



Regulatory

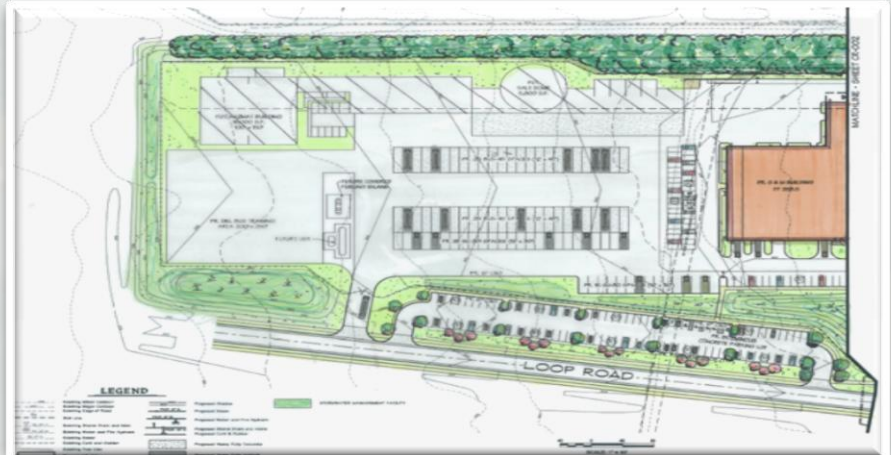
Our Programs



Military Construction



Replace Defense Distribution Center Headquarters



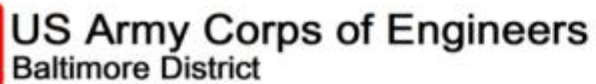
Ft. Detrick Hazardous Material Storage Building



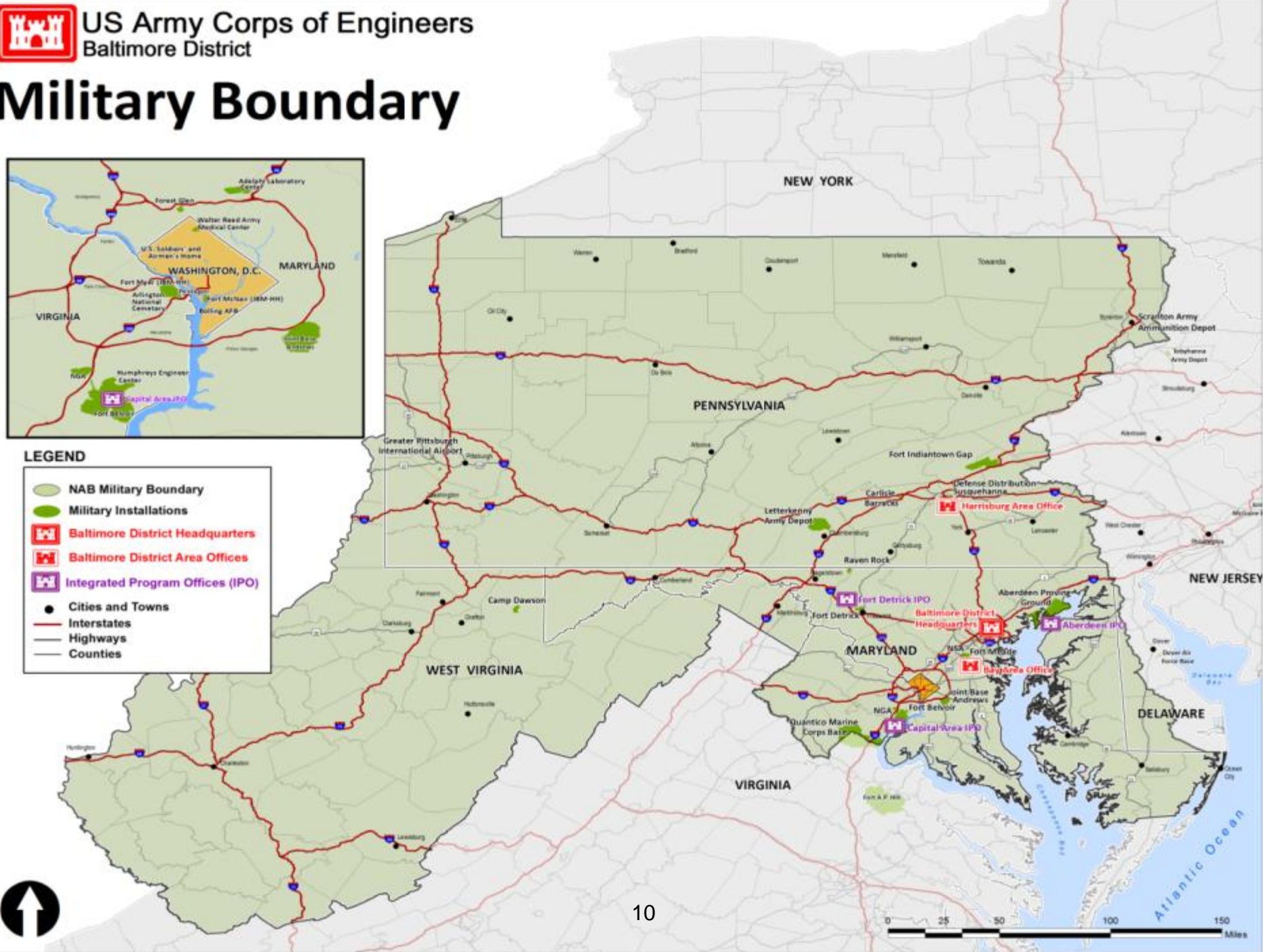
Ft. Belvoir Sensitive Compartmented Information Facility



Replace U.S. Army Public Health Command Laboratory at Aberdeen Proving Ground



Military Boundary



Military Emerging Trend: Workload Centers in FY16-19



Defense Distribution Center Susquehanna Headquarters Facility

FY15 Continental United States

- **Single Award Task Order Contract (SATOC)**

- Project Magnitude : \$103M
- Procurement: Single Award Task Order Contract
- Advertisement: 2nd Quarter
- Proposed Acquisition Strategy: Unrestricted
- Task Order Values: \$0-\$10M

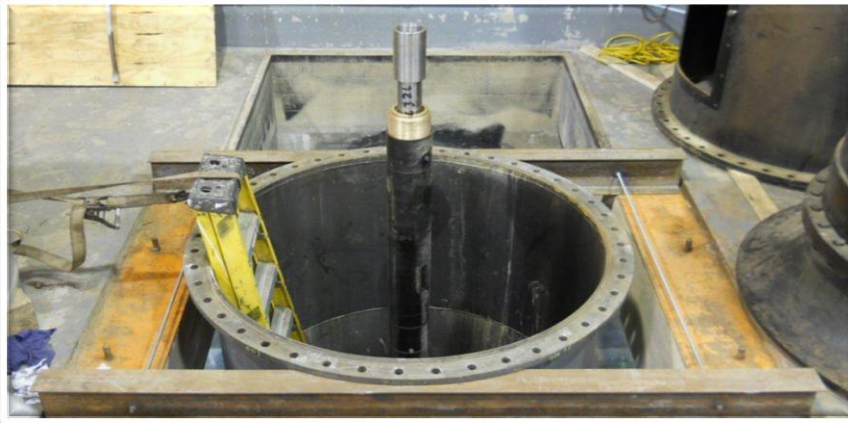
- **Multiple Award Task Order Contract (MATOC)**

- Project Magnitude: \$499M
- Procurement: Multiple Award Task Order Contract
- Advertisement: 3rd Quarter
- Proposed Acquisition Strategy: Unrestricted & Small Business
- Task Order Values: \$10M+



Intelligence Community Campus - Bethesda

Civil Works



Borough of Plymouth Brown Creek Pump Station



Dredging the Harbor Channels



Potomac Park Levee, Washington, D.C.



Ocean City, M.D. Inlet, Isle of Wight Bay



Civil Works Boundary



LEGEND

- USACE Baltimore District Headquarters**
- Area Offices**
- Navigation Field Offices**
- Regulatory Field Offices**
- Flood Risk Management Field Office**
- Wildlife/Recreation**
- Flood Control Projects (Pond)**
- Dam & Reservoir Projects**
 - Federal**
 - Local**
 - Shoreline Protection Project**
- Cities and Towns**
- Interstates**
- Highways**
- Counties**
- NAB Civil Works Boundary**



FY15 Baltimore Harbor and Channels, MD.

Maintenance Dredging

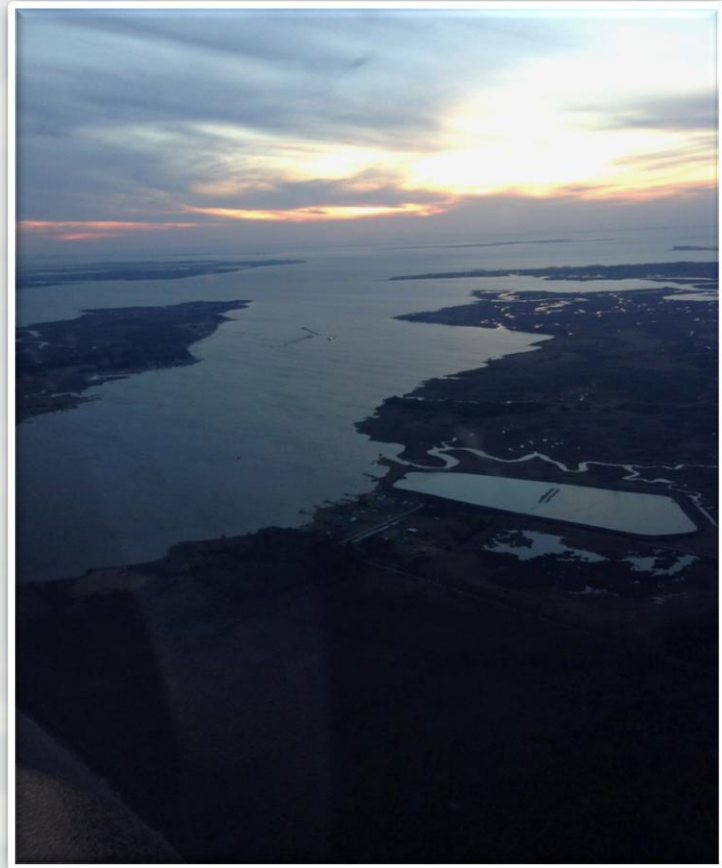
- Project Magnitude: \$10M
- Advertisement: 1st Quarter
- Proposed Acquisition Strategy: Unrestricted



FY15 Wicomico River, MD.

■ Maintenance Dredging

- Project Magnitude: \$1M - \$3M
- Advertisement: 3rd Quarter
- Proposed Acquisition Strategy: Small Business



Environmental Services



Former Frankford Arsenal Remediation



W.R. Grace Building 23 Remediation



Spring Valley Formerly Used Defense Site



Sturgis Decommissioning

We Support Small Business

Small Businesses play key roles in the Baltimore District

- Planting Oyster Bars
- Construction of Flood Risk Reduction Projects
- Environmental Restoration Projects
- Military and Civil Construction

The mission and vision of the Small Business Office is to strive to be stewards of the taxpayers dollars by balancing mission accomplishments and the Government's responsibility of socio-economic development by maximizing opportunities for small businesses.

Baltimore District looks to benefit from expertise and talents from all businesses.

To view NAB's FY 15 Forecast of Contracting Opportunities (FCO) access:

http://www.nab.usace.army.mil/Portals/63/docs/SmallBusiness/FY15_Contracting_Opps.pdf



DC Local Flood Protection Project






FY14 Small Business Accomplishments



(As of 9 October 2014)

| Category | Dollars | Actual % / Statutory Goal / NAB Goal | USACE NAD Goal |
|--------------------------------|---------------|---|----------------|
| Small Business | \$271,314,715 | 24.54% / 23% / 23% | 41.5% |
| Small Disadvantaged | \$151,869,641 | 13.73% / 5% / 10% | 18% |
| 8(a) | \$31,594,701 | <i>No specific goal for 8(a) - 8(a) included in SDB accomplishments</i> | |
| Women-Owned | \$59,374,617 | 5.37% / 5% / 6% | 7% |
| Service-Disabled Veteran-Owned | \$22,698,290 | 2.05% / 3% / 3% | 4% |
| HUBZone | \$22,874,680 | 2.07% / 3% / 3% | 11% |

Total Dollars Obligated (to include SB awards): \$1,105,736,828

| | |
|---|--|
| Green - Met both the statutory and USACE NAB SB goal |  |
| Amber - Met the statutory goal, but didn't meet the USACE NAB SB goal |  |
| Red - Didn't meet the statutory or USACE NAB SB goal |  |



FY 15 Small Business Goals

NAB Prime Contract Awards:

| | |
|---|------|
| Small Business | 25% |
| Small Disadvantaged Business | 10% |
| Women-Owned Small Business | 6% |
| Historically Underutilized Business Zone Small Business | 3% |
| Service-Disabled Veteran-Owned Small Business | 3% |
| Historically Black Colleges & Universities/Minority Institutions* | 2.5% |

USACE Subcontract Awards:

(% of Dollars Subcontracted by Large Prime Businesses)

| | |
|---|------|
| Small Business | 50% |
| Small Disadvantaged Business | 17% |
| Women-Owned Small Business | 18% |
| HUBZone Small Business | 10% |
| Veteran-Owned Small Business | 8.5% |
| Service-Disabled Veteran-Owned Small Business | 4% |

* *Aspirational Goal*



Contracting 101

■ How to do business with us

- Register in System for Award Management database at www.sam.gov
- Resolve any Federal Income Tax delinquencies
- Find our projects (pre-solicitation and award notices) on Fed Biz Opps at www.fbo.gov
- Respond to the solicitation
- Team with experienced firms to gain knowledge: Prime/Sub, Joint Venture
- Understand and comply with bonding requirements for construction contracts
- Grow your capabilities
- Write a strong proposal
- Request a debriefing



Determining factors in a business being selected during the bid process

- Relevancy and recency in relation to the contact requirements
- Size standards are driven by NAICS codes, which identifies a firm's small or large business status
- Firms must be registered in the System for Award Management (formerly referred to as the CCR)
- Ultimately, based on market research efforts



For More Information:



- **FY 2014 Forecast of Contracting Opportunities**
- **Awarded IDIQ Contracts**
<http://www.nab.usace.army.mil/BusinessWithUs/SmallBusiness.aspx>
- **Federal Business Opportunities**
<http://www.fbo.gov>
- **Federal Procurement Data System (Record of Awarded Contracts)**
<http://www.fpds.gov>
- **Baltimore District Project Fact Sheets**
<http://www.nab.usace.army.mil/About/ProjectFactSheets.aspx>



For More Information:

Contracting Opportunities on Social Media

- Facebook

<http://www.facebook.com/USACEBaltimore>

- Twitter

<http://www.twitter.com/USACEBaltimore>


- LinkedIn

<http://www.linkedin.com/company/u-s-army-corps-of-engineers-baltimore>



Webpage

<http://www.nab.usace.army.mil/>

**US Army Corps of Engineers**

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Overview


Contracting Mission and Opportunities


The Baltimore District Contracting Office mission is to provide comprehensive acquisition services to ensure timely execution of requirements while upholding best value, quality, ethics, and compliance.

The Baltimore District provides many business opportunities for individuals and firms, such as HubZone, Veteran Owned, Small Disadvantaged Business and Small Women-Owned businesses, in the civilian community through our engineering and construction management work.

We perform construction of new buildings, renovations, alterations and repairs, large and small, and work in partnership with architect/engineer groups from the private sector on these projects. Our work on the Military Munitions Design Center, Baltimore Harbor & Channels projects, Smith Island Environmental Restoration and Protection Projects, Chesapeake and Ohio Canal Rewatering Project, and the Middle Potomac River Watershed Assessment are just a few examples of our projects. The Corps of Engineers, Baltimore District, is rich in engineering and scientific talent, and will continue to provide partnering opportunities now and in the future

**Current Baltimore District Contracting Opportunities**

**Forecasted FY15 Contracting Opportunities**


**Awarded Prime Contracts**




Stay in Touch!

USACE Baltimore

U.S. Army Corps of Engineers


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Headquartered adjacent to Baltimore's Inner Harbor, the Baltimore District provides design, engineering, construction, environmental and real estate expertise to a variety of important projects and customers.


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 [USACE Baltimore Flickr](#)

 [USACE Baltimore Google+](#)

 [USACE Baltimore Website](#)

about.me/usace.baltimore



Points of Contact for Outreach to your Organization

Deputy for Small Business

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Military Program Manager

- ▶ Frank Benvenga
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 - Telephone: 410-962-6785

Civil Works Program Manager

- ▶ Chris Nolta
 - E-mail: Christopher.M.Nolta@usace.army.mil
 - Telephone: 410-962-3385

Environmental Program Manager

- ▶ Michael Rogers
 - E-mail: Michael.J.Rogers@usace.army.mil
 - Telephone: 410-962-2207



Integrated Program Office (IPO) POCs

APG/Ft. Detrick IPO Program Manager

► Scott Drumheller

- E-mail: Scott.Drumheller@usace.army.mil
- Telephone: 301-619-1925 (Ft. Detrick)
- Telephone: 410-436-8716 (APG)

Capital Area Program Office (CAPO) Manager

► Bill Tully

- E-mail: William.J.Tully@usace.army.mil
- Telephone: 703-806-3015



Rollup of Military Programs 2015

| # | Location | Description of Project | Projected QTR to Advertise | Estimated Award Amount | NAICS Code | Acquisition Strategy | Type of Action |
|---|--------------------------------------|---|----------------------------|------------------------|-------------------------|----------------------|----------------|
| 1 | NAD-Wide | Master Planing A&E IDIQs | 1 st or 2nd | \$30M | 541330 (up to 3 awards) | SBSA | MILCON |
| 2 | Ft. Belvoir, VA | Trailers Removal & Site Restoration- Belvoir North Area | 2nd | \$1-5M | 236220 | TBD | MILCON |
| 3 | Ft. Belvoir, VA | Defense Logistics Agency-HVAC Upgrades | 2nd | \$5-10M | 238220 | TBD | MILCON |
| 4 | Ft. Belvoir, VA | Defense Logistics Agency-Replace Boilers | 2nd | \$1-5M | 238220 | TBD | MILCON |
| 5 | Ft. Belvoir, VA | Defense Logistics Agency-Repave Parking Lot | 3rd | \$5-10M | 237310 | TBD | MILCON |
| 6 | Ft. Belvoir, VA/ Arlington Co, VA | Pentagon Sentry Program-Boundary Channel Drive Access Control Point | 3rd | \$1-5M | 236220 | TBD | MILCON |
| 7 | Ft. Belvoir, VA | INSCOM SCIF Phase 2 | 4 th | \$100-\$250M | 236220 | TBD | MILCON |



Rollup of Military Programs 2015

| # | Location | Description of Project | Projected QTR to Advertise | Estimated Award Amount | NAICS Code | Acquisition Strategy | Type of Action |
|----|-----------------------|-----------------------------|------------------------------------|------------------------|------------|----------------------|----------------|
| 8 | Fort Meade, MD | Renovation of Building 4554 | 4 th | \$10-25M | 236220 | SBSA | MILCON |
| 9 | Ft. Belvoir, VA | Nolan Building Phase 2 & 3 | 2 nd or 3 rd | \$100-250 | 236220 | TBD | MILCON |
| 10 | NAD Wide/CONUS Hawaii | \$400M MATOC | 2nd | \$499M | 236220 | UNR/SBSA | MILCON |



APG Specific 2015

| # | Location | Description of Project | Projected QTR to Advertise | Estimated Award Amount | NAICS Code | Acquisition Strategy | Type of Action |
|---|---------------|--|----------------------------|------------------------|------------|----------------------|----------------|
| 1 | APG North, MD | Chemical Biological Radiological Nuclear & Environmental | 2 nd or 3rd | \$30-50M | 236220 | TBD | MILCON |
| 2 | APG North, MD | Renovation of Bldg 4118 | 3rd | \$7-15M | 236220 | TBD | OMA |
| 3 | APG North, MD | Renovation of Bldg 4120 | 3rd | \$7-15M | 236220 | TBD | OMA |
| 4 | APG North, MD | Renovation of Bldg 4220 | 3rd | \$7-15M | 236220 | TBD | OMA |



FY15 APG, Md.

■ Public Health Command

- Estimated Award Amount: \$200M-250M
- Mechanism: Design-Bid-Build
- Advertisement: Now in source selection
- Sub-contractor interest



FY15 APG, Md.

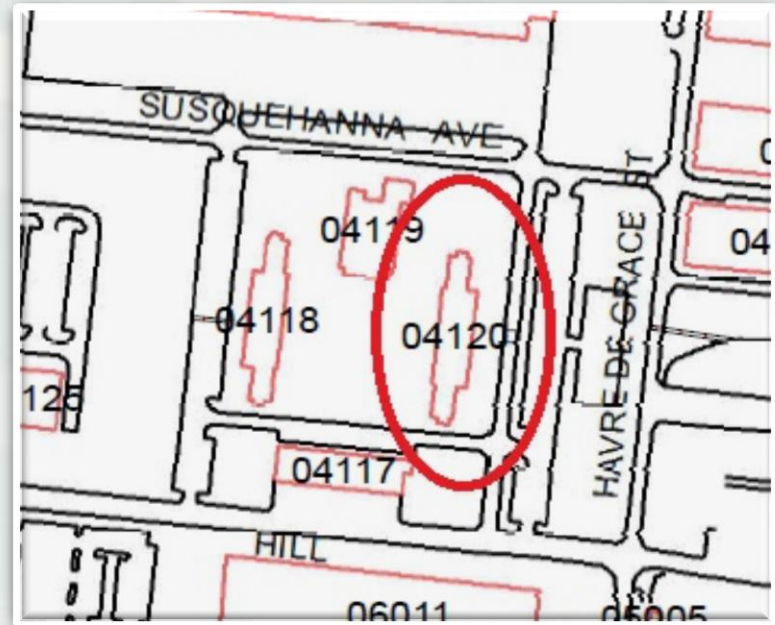
- **20th CBRNE;
Renovation of Existing
Buildings**
 - Award Amount: \$30M-50M
 - Mechanism: Design-Bid-Build
 - Advertisement: 2nd Quarter
 - Unrestricted



FY15 APG, Md.

■ Renovation of Building 4120

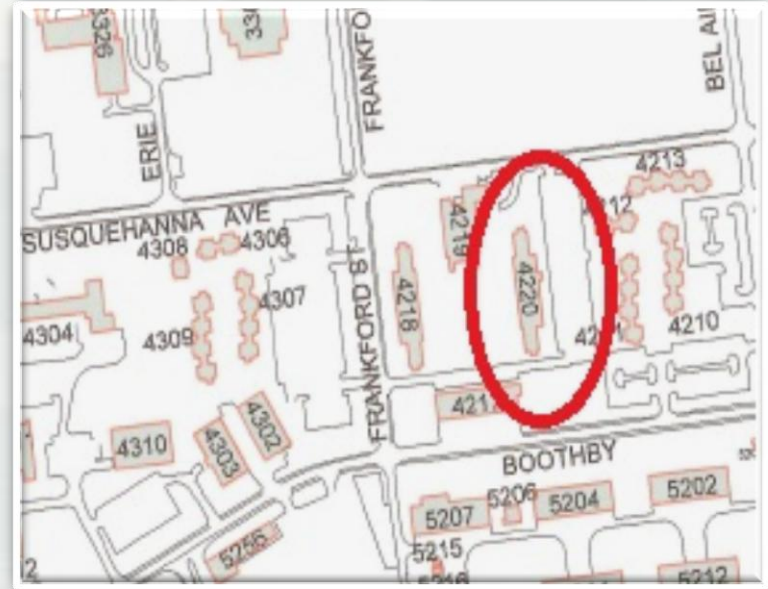
- Estimated Award Amount: \$7M-15M
- Mechanism: Design-Build
- Advertisement: 3rd Quarter
- Small business set aside



FY15 APG, Md.

■ Renovation of Building 4220

- Estimated Award Amount: \$7M-15M
- Mechanism: Design-Build
- Advertisement: 3rd Quarter
- Small business set aside



FY15 APG, Md.

■ Renovation of Building 4118

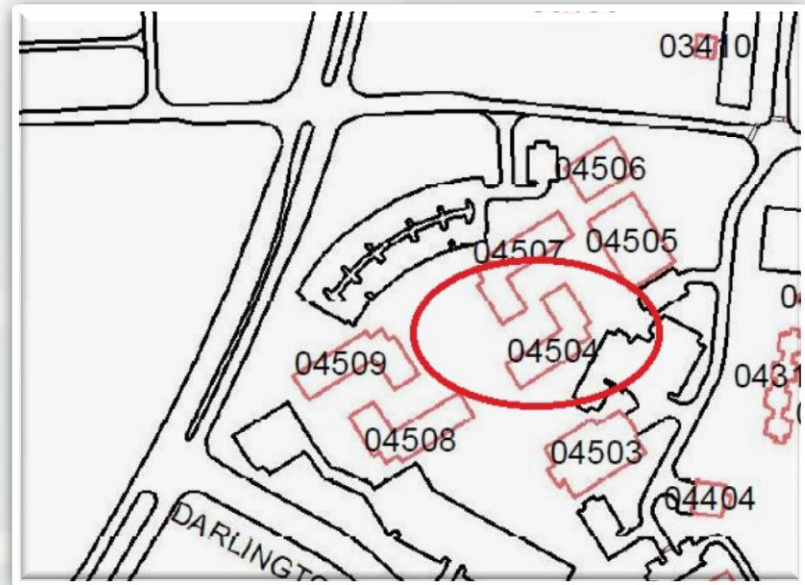
- Award Amount: \$7M-15M
- Mechanism: Design-Build
- Advertisement: 3rd Quarter
- Small business set aside



Looking Ahead: FY16 APG, Md.

■ Renovation of Building 4504

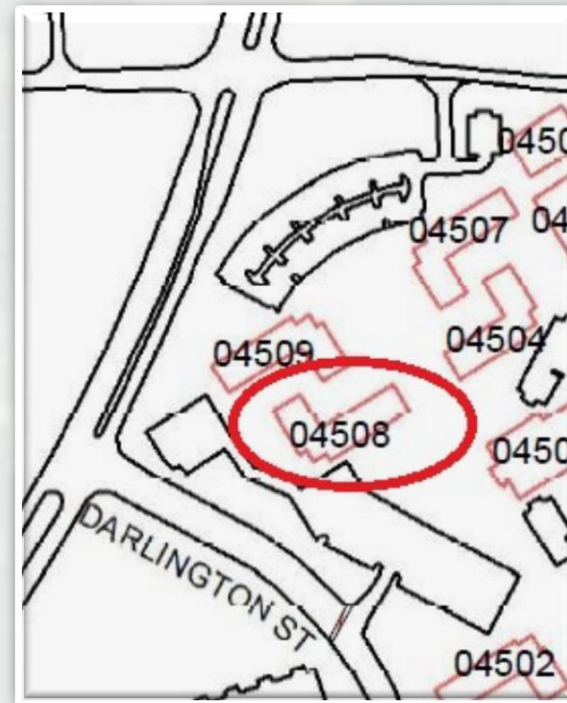
- Feasibility study underway
- Estimated Award Amount: \$5M-8M
- Mechanism: Design-Build
- Advertisement: FY16
- Small business set aside



Looking Ahead: FY16 APG, Md.

■ Renovation of Building 4508

- Feasibility study underway
- Estimated Award Amount: \$5M-8M
- Mechanism: Design-Build
- Advertisement: FY16
- Small business set aside



Questions?

